

Message Text

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ORIGIN L-03

INFO OCT-01 AF-06 ISO-00 OPIC-06 EB-07 AID-05 /028 R

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OPIC - G. D. MORGAN

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FM SECSTATE WASHDC

TO AMEMBASSY LUSAKA

UNCLAS STATE 083153

E.O. 11652: N/A

TAGS: CFED

SUBJECT: TAW EQUIPMENT SALES

REF: (A) LUSAKA 742; (B) LUSAKA 770

1. THANK YOU FOR ALERT REPORTING REFS A AND B. PLEASE
CONTINUE KEEP DEPARTMENT APPRAISED FURTHER DEVELOPMENTS.

2. OPIC REQUESTS FOLLOWING SPECIFIC INFORMATION RE EQUIP-
MENT SALES (IF SUCH INFO NOT AVAILABLE PLEASE INFORM IF
POSSIBLE WHETHER PURCHASER FIRMS ARE ESTABLISHED AND KNOWN,
OR RELATIVELY NEW AND HERETOFORE UNKNOWN): (I) IDENTIFY 6
TRANSPORT FIRMS MENTIONED REF A PARA 1; (II) DEBTS OF
ORGANIZATION AND OWNERS THESE FIRMS; (III) WHETHER ZULU IS
OWNER, OR MERELY DIRECTOR, OF VANJANANI HOLDINGS OR OTHER
PURCHASER FIRM, AND WHETHER "DIRECTOR" IN ZAMBIAN PRACTICE
MEANS US TYPE BOARD DIRECTOR, BRITISH MODEL MANAGING
DIRECTOR, OR OTHER TYPE; (IV) IF POSSIBLE, INFO ON CONDITION
TRUCKS AND TRAILERS SOLD, REASONABLENESS OF SALE PRICE, AND
WHETHER OR NOT SALES EFFECTED THROUGH BIDDING OR OTHER
PUBLIC AND COMPETITIVE MECHANISM.

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3. PLEASE ASCERTAIN FOREGOING WITHOUT INVOLVEMENT OF TAW.

4. PLEASE CONFIRM DEPARTMENT'S UNDERSTANDING THAT (I) VANJANANI WAS ONE OF ORIGINAL 6 PURCHASERS, (II) THE OTHER 5 FIRMS BOUGHT TOTAL OF 4 TRUCKS AND 6 TRAILERS, AND (III) VANJANANI NOW SEEKING ADDITIONAL 28 TRUCKS AND 30 TRAILERS.

5. PLEASE CLARIFY (I) TOTAL PROCEEDS OF SALES OF 54 TRUCKS AND 64 TRAILERS TO 6 BUYERS, AND (II) PROCEEDS OF SALES OF, AS DEPARTMENT UNDERSTANDS, 50 TRUCKS AND 58 TRAILERS TO VANJANANI ALONE.

6. PLEASE REPLY VIA UNCLASSIFIED REPEAT UNCLASSIFIED IMMEDIATE CABLE, ATTENTION S. WHILDEN, L/M. MANY THANKS FOR YOUR ASSISTANCE. KISSINGER

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